

Message Text

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PAGE 01 STATE 215420
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 DOE-15 SOE-02 SIG-03
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DRAFTED BY BED:OIM:MRD:ABIHUN
APPROVED BY EB/OCA:RALVAREZ
BED:OIM:MRD:NSBASSETT
BED:OIM:DM:CBARRETT
BED:OIM:PROGDEV:ALEONARD
BED:OIM:RGARNITZ
DOE:ESIMMONS
DOE:JDEMETROPS
STATE:EUR:CE:SKLINGAMAN
STATE:EUR:NE:WNEWLIN
EUR/WE:VBROD
EUR/WE:MCRAMERUS
EUR/NE:DWOOLFLEY
EUR/NE:RGREY

-----098191 241857Z /64

P 241836Z AUG 78
FM SECSTATE WASHDC
TO AMEMBASSY BONN PRIORITY
AMEMBASSY BRUSSELS
AMEMBASSY COPENHAGEN
AMEMBASSY HELSINKI
AMEMBASSY LONDON
AMCONSUL MILAN
AMEMBASSY PARIS
AMEMBASSY STOCKHOLM
INFO AMEMBASSY ROME PRIORITY

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E.O. 11652: N/A

TAGS: BBSR, BFOL, GW, BE, DA, FI, UK, IT, FR, SW
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SUBJECT: SPECIAL USDOC/USDOE RESEARCH STUDIES-SURVEY OF
EUROPEAN ENERGY EFFICIENT TECHNOLOGIES

REF: STATE 208014

1. THE ASSISTANCE OF ACTION ADDRESSEES IS REQUESTED IN

SOLICITATION OF BIDS FOR SUBJECT RESEARCH TO SUPPORT PRODUCTION OF A PUBLICATION FOR AMERICAN BUSINESS WHICH WILL IDENTIFY AVAILABLE ENERGY EFFICIENT PRODUCTS AND TECHNOLOGIES IN EUROPE WHICH HAVE POTENTIAL FOR APPLICATION BY U.S. INDUSTRY. PUBLICATION WILL BE USED BY THE U.S. DEPARTMENT OF ENERGY TO STIMULATE INTEREST BY U.S. INDUSTRY IN NEW METHODS OF CONSERVING ENERGY AND BY U.S. MANUFACTURERS OF ENERGY EFFICIENT PRODUCTS/ TECHNOLOGIES IN INITIATING OR EXPANDING EXPORTS TO EUROPE. THIS PROJECT IS BEING REQUESTED AND FUNDED BY THE DEPARTMENT OF ENERGY. COMMERCE IS SUPPORTING THE PROJECT BOTH FOR ITS POTENTIAL BENEFIT TO AMERICAN INDUSTRY AND BECAUSE OF THE DEPARTMENT'S BROADER RESPONSIBILITY TO ASSIST THE U.S. ENERGY PROGRAM. THIS MESSAGE CONCERNS INDIVIDUAL STUDIES IN EACH OF THE FOLLOWING COUNTRIES: BELGIUM, DENMARK, FINLAND, FRANCE, GERMANY, ITALY, SWEDEN AND THE UNITED KINGDOM.

2. COPIES OF RESEARCH SPECIFICATIONS, AND AN INVITATION TO BID, FOR PLACEMENT WITH QUALIFIED RESEARCH FIRMS WILL BE AIRMAILED O/A AUGUST 21, 1978 TO RESPECTIVE ADDRESSEE POSTS.

3. CONDITIONS OF CONTRACT: IT IS DESIRABLE THAT PROTECTION EQUIVALENT TO THAT AFFORDED BY GENERAL PROVISIONS UNCLASSIFIED

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FORM FS 565 BE INCLUDED IN THE CONTRACTS. IN ADDITION, THE RESEARCH SPECIFICATIONS SHOULD BE MADE AN INTEGRAL PART OF THE CONTRACTS.

4. NATURE OF SUBJECT MATTER SUGGESTS SOLICITING BIDS FROM FIRMS THAT HAVE EXPERIENCE IN RESEARCHING PROCESS INDUSTRIES, WHETHER PREVIOUSLY CONTRACTED FOR GLOBAL MARKET RESEARCH STUDIES OR NOT. COMMERCE EXPRESSLY REQUESTS THAT FOLLOWING FIRMS BE AMONG THOSE APPROACHED: KINDEL (GERMANY); TRANCU (ITALY); KONSULTERNA (SWEDEN); SIRA, TACTICAL MARKETING, METRA, PRS (U.K.).

5. FOR POST GUIDANCE ONLY: EXPECTED COST OF RESEARCH ABOUT 10,000 DOLLARS AVERAGE PER COUNTRY.

6. PAYMENT TERMS APPLICABLE TO INDIVIDUAL STUDIES (WHETHER CONTRACTED ON A SINGLE OR MULTI-STUDY BASIS) ARE AS FOLLOWS: CONTRACT WILL BE FIXED PRICE WITH ONE-THIRD PAYMENT ON SUBMISSION OF FIRST PROGRESS REPORT SATISFACTORY TO POST/COMMERCE/ENERGY, ONE-THIRD ON SUBMISSION OF COMPLETED RESEARCH SATISFACTORY TO POST/COMMERCE/ENERGY, AND ONE-THIRD ON ACCEPTANCE OF RESEARCH

BY COMMERCE/ENERGY.

7. ALTHOUGH NATURE OF THIS SURVEY LENDS ITSELF TO BETTER REPORTING AND POSSIBLY BETTER PRICING IF CONTRACTED ON A MULTIPLE COUNTRY BASIS, ACTION POSTS REQUESTED TO SOLICIT BIDS FOR SINGLE OR MULTIPLE COUNTRY COVERAGE (OR ANY COMBINATION).

8. TRANSMITTAL/DISTRIBUTION OF REPORTS

PROGRESS REPORTS: TWO COPIES TO COMMERCE. FINAL REPORTS UNDER MULTI-CONTRACT (ORIGINAL AND 6 COPIES); 2 COPIES BY AIRMAIL/ORIGINAL AND 2 COPIES BY AIR POUCH - TO COMMERCE; ONE COPY TO REVIEWING POST IN COUNTRY OF UNCLASSIFIED

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SURVEY: ONE COPY TO BE RETAINED BY POST SUPERVISING THE CONTRACT. ALL TRANSMITTALS TO COMMERCE SHOULD BE

ADDRESSED TO:

MARKET RESEARCH DIVISION/BED, ROOM 1204, CODE 214

9. PROJECT TARGET DATES AND ACTIONS:

AUGUST 27 LATEST RECEIPT BY POSTS OF SPECIFICATIONS AND INVITATION TO BID.

SEPTEMBER 13; POSTS TRANSMITTAL TO AMEMBASSY BONN OF BID PROPOSALS WITH COPIES TO USDOC MRD 214, WASHINGTON, D.C.

SEPTEMBER 14; TELEGRAPHIC SUMMARIES OF BIDS TO BONN; COPY TO COMMERCE MRD 214, WASHINGTON, D.C.

SEPTEMBER 18-22; COMMERCE/ENERGY PROJECT MANAGER TRAVEL TO BONN TO REVIEW BID PROPOSALS, NEGOTIATE AND AWARD CONTRACT(S).

SEPTEMBER 22; POST EXECUTION OF CONTRACT(S). TWO COPIES TO BE FORWARDED TO COMMERCE.

SEPTEMBER 22-26; COMMERCE/ENERGY PROJECT MANAGER CONSULTATION WITH CONTRACTOR(S).

JANUARY 8; RECEIPT OF COMPLETED RESEARCH STUDIES IN COMMERCE.

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POST ASSISTANCE REQUESTED IN ACCOMMODATING TRAVEL OF TWO PROJECT MANAGERS SEPTEMBER 18-26 (ANDREW BIHUN OF USDOC AND JAMES DEMETROPS OF USDOE) AND IN SERVING AS PROPOSAL COLLECTION POINT SEPTEMBER 14-18. REASONS FOR PRESENCE WASHINGTON REPRESENTATIVES; (A) TO CONDUCT A FULL EVALUATION OF MULTI-AND SINGLE-COUNTRY PROPOSALS FROM THE EIGHT POSTS AS NORMALLY IMPLEMENTED IN THE MARKET RESEARCH DIVISION FOR GMR PROJECTS, (B) TO NEGOTIATE WITH MOST PROMISING BIDDERS THE TERMS OF CONTRACT AS RELATED TO ULTIMATE SUBSTANCE OF SPECIFICATIONS AND TOTAL SCOPE OF PROJECT, (C) TO MINIMIZE TIME-CONSUMING EUROPE-WASHINGTON COMMUNICATIONS SINCE CONTRACT MUST BE AWARDED BY END FY'78. SPECIFICALLY, COMMERCE REQUESTS PERMISSION TO USE NECESSARY POST COMMUNICATIONS AND OFFICE FACILITIES, ASSISTANCE OF COMMERCIAL AND ADMINISTRATIVE OFFICERS FOR BRIEF PERIOD, AND ADVICE AND COUNSEL OF POST AS NEEDED.

AGREEMENT TO ABOVE APPRECIATED SOONEST. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 24 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: OIM:MRD:ABIHUN
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780347-0137
Format: TEL
From: STATE
Handling Restrictions: n/a
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Litigation History:
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 STATE 208014
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1631122
Secure: OPEN
Status: NATIVE
Subject: SPECIAL USDOC/USDOE RESEARCH STUDIES-SURVEY OF EUROPEAN ENERGY EFFICIENT TECHNOLOGIES
TAGS: BBSR, BFOL, GE, BE, DA, FI, UK, IT, FR, SW
To: BONN BRUSSELS MULTIPLE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/5a53105c-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
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